

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Schofield Enterprises Inc.

#### Northwest Wisconsin Manufacturing Outreach Center

#### Schofield Enterprises, Inc. Transforms Business with Lean

##### Client Profile:

Schofield Enterprises, Inc., located in Schofield, Wisconsin manufactures electrical wire harnesses, battery cables, and instrument panel assemblies. Founded in 1966, the family-owned and operated company employs 175 people.

##### Situation:

Schofield Enterprises was facing increasing customer pressure to reduce lead times and costs. Their manufacturing strategies that were successful in the past could not deliver what was needed in today's rapidly changing, competitive world. They also needed to reduce the lead time of quotes. The company contacted the Northwest Wisconsin Manufacturing Outreach Center (NWMOC), a NIST MEP network affiliate, for help.

##### Solution:

NWMOC Project Managers Brad Nasset and Bill Amsrud met with the leadership team at Schofield Enterprises to conduct a business assessment and then recommend a course of action. Working with the leadership team, the company began to create a vision of what their future should - and could - look like. They analyzed their business, defined three key goals, and defined the strategies necessary to achieve them. All company employees participated in a workshop facilitated by NWMOC where the business challenges were presented, and the goals and vision of the future were shared with everyone. NWMOC provided a hands-on lean simulation where all employees experienced the possibilities of Lean changes and defined their own future together. The first project on the shop floor resulted in substantial reductions in lead time and improved productivity. A second work cell was designed that reduced waste and produced results within two days. Greg Cybula, VP of Engineering, commented, "[NWMOC] did a good job of helping us organize team involvement between production employees and management." Joe Soley, Human Resources, said "We are producing more without hiring more people." NWMOC also worked with the engineering team to improve work flow and get quotes returned faster. As a result of NWMOC's assistance, company employees are much more involved than ever before, and work teams are continually analyzing and improving processes.

##### Results:

- \* Realized \$200,000 in cost savings.
- \* Reduced lead time by 50 percent.
- \* Reduced travel time by over 50 percent.
- \* Avoided \$80,000 in unnecessary investments.

##### Testimonial:

[www.mep.nist.gov](http://www.mep.nist.gov)



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"This has given us a nice edge. We have not missed a ship date since implementing Lean; it will be a major part of our future."

Shawn Feirn,, Vice President